

Message Text

UNCLASSIFIED

PAGE 01 BONN 14602 081611Z

61

ACTION EUR-12

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R 081556Z SEP 75

FM AMEMBASSY BONN

TO SECSTATE WASHDC 2684

INFO USDOC WASHDC

USMISSION USBERLIN

AMCONSUL BREMEN

AMCONSUL DUSSELDORF

AMCONSUL FRANKFURT

AMCONSUL HAMBURG

AMCONSUL MUNICH

AMCONSUL STUTTGART

UNCLAS BONN 14602

E.O.11652: N/A

TAGS: BEXP, GW

SUBJ: GUIDELINES AND PROCEDURES: AGENT/DISTRIBUTOR
SERVICE (ADS)

REF: STATE A-5570

1. THE FOLLOWING CHANGES IN THE SUBJECT GUIDELINES
ARE REQUESTED.

2. ON PAGES 3 AND 8, IT IS STATED THAT US FIRMS
WILL BE REQUESTED TO SEND BROCHURES AND PRICE
INFORMATION WHEN CONSIDERED ESSENTIAL. WE CONSIDER
THE BROCHURES AND PRICE INFORMATION ESSENTIAL IN
EVERY CASE AND THIS REQUIREMENT SHOULD BE MADE
MANDATORY AND NOT LEFT TO ANYONE'S DISCRETION.

3. ON PAGE 5 AMERICAN COMPANIES ARE ENCOURAGED TO
INCLUDE AN AGENCY AGREEMENT FORM. IN GERMANY AT
LEAST, IT WOULD BE DISASTROUS IN MOST INSTANCES FOR
THE AMERICAN COMPANY TO SIGN A STANDARD US AGENCY
AGREEMENT WITH A GERMAN COMPANY. AMERICAN COMPANIES
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SHOULD BE ENCOURAGED TO SEEK COMPETENT ADVICE FROM

GERMAN ATTORNEYS OR FROM AMERICAN ATTORNEYS FAMILIAR
WITH GERMAN AGENCY AND CONTRACT LAWS PRIOR TO
ENTERING INTO AN AGENCY AGREEMENT.
HILLENBRAND

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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Event:
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